

LIMITED SOURCES JUSTIFICATION

FAR PART 8.405-6

2237 Transaction # or Vista Equipment Transaction #: 676-14-2-6985-0114

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

Restricted to the following source:

Manufacturer/Contractor: Hill Rom, Four Points Technology _____
Manufacturer/Contractor: Hill Rom, Four Points Technology _____
Mfgr/Contractor Address: Chantilly, VA _____
Dealer/Rep address/phone number: Amy Moss, 703.657-6133, amoss@4points.com _____

☒ The requested material or service represents the minimum requirements of the Government.

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs
VISN 12
Great Lakes Acquisition Center
115 S. 84th St., Ste 100
Milwaukee, WI 53214-1476

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

Sole Source Justification for Hill-Rom Nurse Call equipment required at the Tomah VAMC.

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

In order to maintain real-time patient care, most of the legacy patient care departments at the Tomah VA Medical Center utilizing a computerized HILL-ROM Nurse Call System need to be upgraded. The existing nurse call system in several buildings is outdated and does not meet the current requirements, thus requiring it to be upgraded. Other buildings currently have the HILL-ROM 4.0 system installed and need to be updated to 5.0 systems. This request will include all the time, labor and materials to update the existing systems to meet the current code and to ensure patient care goals are maintained. Replacing the current /existing system would be cost and time prohibitive.

(b) ESTIMATED DOLLAR VALUE: \$450,000

(c) REQUIRED DELIVERY DATE: 9/30/2014

(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE. (CHECK ALL THAT APPLY AND COMPLETE)

☐ Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

☐ A patent, copyright or proprietary data limits competition. The proprietary data is:

☐ These are "direct replacements" parts/components for existing equipment.

☒ The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system.
Tomah VA Medical Center currently utilizes an integrated HILL-ROM Nurse Call system and it is fundamentally linked together and fully monitored at central servers. Tomah's current version of HILL-ROM's Nurse Call system's meantime between failures is narrowing and soon will be unsupported by the OEM if we do not upgrade to the 5.0 system. By obtaining this upgrade we avoid the learning curve that would exist with a new system. This removes the possibility of making critical mistakes when taking care of patients due to inexperience with the equipment, especially to float staff from other units. Tomah would also have the ability to re-use current patient call hardware, & existing wiring is compatible with the upgrade.

☐ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

If a system other than HILL-ROM equipment is installed then a new, stand-alone monitoring system would be needed, thus requiring additional space, additional personal and additional base equipment & parts. This would severely increase the cost of the overall project. According to GSA a new Navicare Nurse Call system, sold as entire system, lists at \$1,395,484.00. This would not include the training of Staff or the cost of additional supply chain for life-cycle support which would run counter to the current VA inventory program to reduce stock and carrying costs. Tomah is looking to update an existing system to meet the current code requirements for \$450,000.00

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

A search of Federal Prison Industries website utilizing the keywords "nurse call" produced no matches. A search of Ability One website utilizing the keywords "nurse call" produced no matches. A search of GSA Advantage using "nurse call" produced numerous results without specific criteria met. Utilizing the manufacturer look up on GSA Advantage website confirmed Hill Rom as the manufacturer and Four Points Technology as the contract holder on GSA.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

HILL-ROM Nurse Call system is currently being supported under GSA contract GS35F0553P, and is sold by Four Points Technology, who is a certified SDVOSB, per Vetbiz.

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:

Based on all systems being required to be tied together and monitored using same servers and software, the Agency is limited to changing the material and equipment requirements as this time.

(9) REQUIREMENTS CERTIFICATION: I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. *(This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)*

<u>Mark Beunigay</u>		<u>Aug 21, 2014</u>
SIGNATURE		DATE
<u>Mark Beunigay</u>	<u>Assistant Chief Facilities Services</u>	<u>Facilities Services</u>
NAME	TITLE	SERVICE LINE/SECTION
<u>Temah VA Medical Center</u>		
FACILITY		

(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(d):

a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

<u>Teresa Beers-Wesolowski</u>	<u>8/21/2014</u>
CONTRACTING OFFICER'S SIGNATURE	DATE
<u>Teresa Beers-Wesolowski, CO</u>	<u>GLAC</u>
NAME AND TITLE	FACILITY

c. NCM/PCM/DESIGNEE: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

<u>[Signature]</u>	<u>8/21/14</u>
SIGNATURE	DATE

Christine Hansen
Director of Contracting, Network Contracting Office 12